

Jr.PM

Junior Project Manager (IT Software Development)

Company Description

Digiflux Technologies Private Limited, based in Vadodara, is a leading provider of digital transformation solutions. We specialize in developing Web Applications, Mobile Applications, AI-powered solutions, Enterprise Software, Cloud Platforms, and IoT-based systems for clients across India and international markets.

We are passionate about building innovative products and delivering high-quality software that creates real business impact for our clients.

Role Overview

We are looking for a proactive and organized **Junior Project Manager** to join our growing team.

This role is ideal for **fresh graduates with at least 3 months of internship experience** or professionals with **up to 2 years of experience** in Project Management, Project Coordination, Business Analysis, or Software Delivery.

At Digiflux, we believe Project Managers should do much more than coordinate tasks. We expect them to understand the product, take ownership of delivery, proactively solve problems, and work closely with engineering teams to build successful software products.

You will work alongside Project Managers, Developers, QA Engineers, UI/UX Designers, DevOps Engineers, and clients to ensure projects are delivered successfully with excellent communication, planning, and execution.

Key Responsibilities

- Coordinate end-to-end execution of software development projects.
- Create, assign, prioritize, and track tasks using **JIRA** or similar project management tools.
- Conduct daily stand-ups, prepare meeting minutes (MoMs), and follow up on action items.
- Track project timelines, milestones, deliverables, and dependencies.
- Coordinate with Developers, QA, Designers, DevOps, and Business teams to ensure smooth project execution.

- Assist in Sprint Planning, Sprint Tracking, Backlog Grooming, Release Planning, and Agile ceremonies.
- Prepare project reports, dashboards, and trackers using **Microsoft Excel** and **Google Sheets**.
- Identify project risks, blockers, and dependencies early, and proactively work toward resolutions.
- Participate in requirement discussions, client meetings, and documentation whenever required.
- Maintain proper project documentation, meeting notes, status reports, and release documents.
- Ensure timely follow-ups with stakeholders and maintain accountability for project progress.

Product Ownership & Mindset

We are looking for individuals who want to become future Product Managers—not just Project Coordinators.

You will be expected to:

- Take ownership of assigned products, modules, or features.
- Understand customer requirements and business objectives instead of simply forwarding messages.
- Drive execution and ensure work gets completed with quality and on time.
- Ask questions, challenge unclear requirements, and help improve product decisions.
- Think proactively about user experience, delivery risks, and business impact.
- Work closely with clients and internal teams to achieve successful product outcomes.
- Take responsibility for delivery rather than acting only as a communication bridge between teams.

Qualifications

- Bachelor's degree in Computer Engineering, Information Technology, Computer Science, MCA, or a related field.
- **Freshers are welcome** if they have completed **at least 3 months of internship** in Project Management, Business Analysis, Software Development, or Software Delivery.
- Candidates with **up to 2 years of experience** are encouraged to apply.
- Excellent verbal and written communication skills.
- Good understanding of the Software Development Life Cycle (SDLC).
- Basic hands-on experience with **JIRA**, ClickUp, Trello, Asana, or similar tools.
- Good knowledge of **Microsoft Excel** and **Google Sheets**.
- Strong organizational, coordination, and multitasking skills.
- Ability to manage multiple priorities in a fast-paced environment.
- Strong ownership mindset with a willingness to learn and grow.

Good to Have

- Internship or experience working with IT software development teams.
- Experience coordinating with software development clients (internal or external).
- Exposure to Agile/Scrum methodologies.
- Basic understanding of Web Applications, Mobile Applications, APIs, Databases, Cloud Platforms, and Software Architecture.
- Familiarity with Confluence, Notion, or Google Workspace.
- Knowledge of software estimation, sprint planning, and release processes.
- Certifications such as Scrum Fundamentals, Google Project Management, or CAPM are an added advantage.

Skills Required

- Excellent Communication Skills
- Project Coordination
- Team Management
- Task Prioritization
- Stakeholder Management
- Client Communication
- Problem Solving
- Ownership & Accountability
- JIRA (Basic)
- Microsoft Excel
- Google Sheets
- Documentation & Reporting
- Agile/Scrum Fundamentals
- Attention to Detail
- Time Management

Additional Information

- Full-time, on-site position based in **Vadodara**.
- Opportunity to work on Enterprise Software, AI, Cloud, IoT, Web, and Mobile Application projects.
- Exposure to international clients and modern Agile software development practices.
- Work with experienced architects, engineering leads, and product teams.
- Excellent learning opportunities with a clear career path toward Project Manager, Product Owner, and Product Manager roles.
- Competitive compensation based on skills, experience, and potential.

Ideal Candidate

We are looking for someone who:

- Thinks like an owner, not just a coordinator.
- Enjoys solving problems rather than simply forwarding information.
- Can independently drive work to completion with minimal supervision.
- Has excellent communication and stakeholder management skills.
- Is highly organized and detail-oriented.
- Is comfortable working with cross-functional software development teams.
- Has a strong learning mindset and continuously seeks improvement.
- Wants to build a long-term career in Project Management and Product Management.
- Takes initiative, follows through on commitments, and is accountable for outcomes.

BDE

Mid BDE

Company Description

Digiflux Technologies Private Limited, based in Vadodara, is a leading provider of comprehensive digital solutions. We specialize in developing complex Web and Mobile Apps, AI Workflows, Data Pipelines, Cloud Infrastructure (AWS), and end-to-end digital transformation solutions tailored to various organizational needs.

Role Description

We are looking for a dynamic and result-oriented Business Development Executive with 2–3 years of experience to join our IT services sales team. The ideal candidate is a confident communicator who can build genuine relationships with prospects, run discovery conversations, and convert qualified leads into long-term technology partnerships. The ideal candidate must have a proven track record of engaging with the North American (US/Canada) or European (UK) markets, demonstrating a deep understanding of international business etiquette and communication standards. This is not a volume cold-calling role — AI tools handle outreach automation, so your focus is entirely on conversations, relationships, and closures.

Key Responsibilities

- Conduct discovery calls, product demos, and solution presentations with qualified prospects
- Build and nurture strong relationships with decision-makers (Founders, CTOs, IT Heads, COOs)
- Manage and progress deals through the sales pipeline using Zoho CRM
- Handle objections confidently and guide prospects toward contract closure
- Collaborate with the consultant and technical team to craft tailored proposals
- Follow up consistently with warm prospects via calls, WhatsApp, and LinkedIn
- Attend client meetings (on-site when needed) to understand requirements in depth
- Maintain accurate and up-to-date records of all sales activities in Zoho CRM
- Work alongside AI-powered outreach tools (Instantly.ai, JustCall) and use their outputs effectively

Qualifications

- 2–3 years of experience in B2B sales, preferably in IT services or technology solutions
- Experience in International B2B Sales or Business Development, specifically targeting Western markets.
- Strong verbal communication, active listening, and presentation skills
- Comfortable handling the full sales cycle — from first call to signed contract
- Good understanding of IT services concepts (software development, cloud, integrations)
- Hands-on experience with CRM tools (Zoho, HubSpot, or similar)
- Bachelor's degree in Business Administration, Marketing, Engineering, or related field

Preferred Skills

- Prior experience selling complex or custom IT solutions (not just products)
- Comfortable using AI-assisted sales tools for outreach and pipeline management
- Self-driven with a strong ownership mindset — not dependent on micromanagement
- Ability to understand client business problems and map them to technical solutions

Additional Information

- Based in Vadodara, full-time on-site presence required
- Competitive fixed salary + performance-based incentives on deals closed
- Direct mentorship from a senior consultant with 18 years of IT sales experience
- Real opportunity to grow into a Senior BDE or Sales Manager role as the team scales

Product Designer

Company Description

Digiflux Technologies Private Limited, based in Vadodara, is a leading provider of comprehensive digital solutions. We specialize in developing Web and Mobile Apps, as well as delivering innovative IoT-based solutions tailored to various organisational needs.

Role Overview

We are looking for a creative and user-focused Product Designer to join our team on a **6-month contract** with **2-5 Years** of experience. The ideal candidate will be responsible for designing intuitive, engaging, and visually appealing digital experiences, ensuring a seamless user journey across products.

Key Responsibilities

- Design user-centric interfaces for web and mobile applications
- Create wireframes, prototypes, and high-fidelity UI designs
- Conduct user research and translate insights into effective design solutions
- Work within Agile development cycles — participate in sprints, stand-ups, and sprint reviews, collaborating closely with product managers and engineers
- Coordinate directly with stakeholders to gather requirements, present design concepts, and incorporate feedback iteratively
- Ensure consistency in design systems, style guides, and branding
- Improve usability and enhance overall user experience through continuous iteration
- Conduct usability testing and gather feedback for design improvements
- Stay updated with the latest design trends, tools, and best practices

Qualifications

- 2–5 years of experience in product design, UI/UX design, or a related role
- Demonstrated experience working within Agile/Scrum development environments — sprint planning, design reviews, and iterative delivery
- Proven track record of direct stakeholder coordination — gathering requirements, presenting design rationale, and managing feedback cycles independently
- Strong portfolio showcasing UI/UX design projects and problem-solving skills
- **Proficiency in Figma** as the primary design tool
- Solid understanding of user-centred design principles and design thinking
- Experience with wireframing, prototyping, and usability testing
- Good communication and collaboration skills

Good to Have

- Prior experience as a Product Designer at a startup — comfortable with fast-paced environments, ambiguous requirements, and wearing multiple hats
- Familiarity with designing 0-to-1 products and scaling design systems from scratch

- Experience with other design tools like Adobe XD or Sketch
- Basic understanding of front-end technologies (HTML, CSS) is a plus

Additional Information

- The role is based in **Vadodara** and requires full-time on-site presence
- Competitive contract compensation commensurate with experience
- Opportunities for professional growth and development within a dynamic and innovative company

LinkedIn Post

We're Hiring: Mid-Level BDE (International IT Sales)

At Digiflux Technologies, we're looking for a results-driven Business Development Executive to join our growing team in Vadodara.

This is not your typical cold-calling role. Our AI-powered tools handle outreach, so you can focus on what truly matters: building relationships and closing deals.

Your Role:

- Engage with Founders & CTOs across the US, Canada, and UKLead discovery calls and deliver impactful product demos
- Convert warm leads into long-term technology partnerships
- Manage and track your pipeline using Zoho CRM
- Collaborate with AI-driven outreach systems for smarter selling

What We're Looking For:

- 2–3 years of experience in B2B IT services sales
- Proven success in international sales (US/UK/Canada markets)
- Strong understanding of Western business communication & etiquette
- Ability to manage the end-to-end sales cycle
- Excellent communication, negotiation & listening skills

What You'll Get:

- Location: Vadodara (Full-time, On-site)
- Competitive fixed salary + performance incentives
- Direct mentorship from an industry expert with 18+ years of experience
- Exposure to AI-driven sales processes

Interested or know someone who fits?

Please fill out the form below:

<https://docs.google.com/forms/d/1ttyLn0jGv3371BqP0MfsNIsY-Mpj4K9SEzhfvXoK5eY/edit>

**#Hiring #BusinessDevelopment #InternationalSales #BDEJobs #VadodaraJobs
#ITServices #SalesJobs #DigifluxTechnologies #CareerOpportunity**

We're Hiring: Junior Research & Tools Executive

At Digiflux Technologies, we're looking for a data-driven Junior Research & Tools Executive to join our growth team in Vadodara.

If you enjoy digging deep into data, working with AI tools, and enabling a global sales team, this role is built for you.

Your Role:

- Tool Specialist: Work with and manage tools like [Apollo.io](#), Clay, and Zoho CRM
- Lead Architect: Build high-quality lead lists using ICP filters and identify key decision-makers
- Research Edge: Conduct in-depth research on accounts (funding news, hiring trends, pain points) to support BDEs
- Data Quality: Ensure CRM accuracy by validating, qualifying, and maintaining clean data

What We're Looking For:

- 1.5+ years of experience in sales support, research, or data operations
- Strong attention to detail- data accuracy is your core strength
- Bachelor's degree with a basic understanding of B2B sales concepts
- A curious mindset and willingness to learn new AI & automation tools

What You'll Get:

- Location: Vadodara (Full-time, On-site)
- Hands-on training on tools like Apollo, Clay, Zoho CRM, JustCall
- Clear growth path into Business Development or Sales Operations roles

Interested or know someone who fits?

Please fill out the form below:

https://docs.google.com/forms/d/1L-FwDN3XzDGUFc_VOd5rCM798BTC_nYsLDeh-Vvbo-w/edit

**#Hiring #ResearchJobs #SalesSupport #DataDriven #VadodaraJobs #ITJobs
#CareerGrowth #DigifluxTechnologies #FreshersJobs**

We're Hiring: Product Designer (6-Month Contract)

Digiflux Technologies is looking for a creative, user-focused Product Designer to help us build intuitive and visually stunning digital experiences. If you thrive in Agile sprints and love turning complex problems into seamless user journeys, we want to hear from you.

WE ARE LOOKING FOR IMMEDIATE JOINER!!!

What You'll Do:

- Design user-centric interfaces for high-impact web and mobile applications.
- Own the process from wireframes and prototypes to high-fidelity UI designs in Figma.
- Collaborate directly with stakeholders to gather requirements and present your design rationale.
- Participate in Agile cycles, ensuring our design systems and style guides stay consistent and scalable.

What We're Looking For:

- 2–5 years of experience in UI/UX or Product Design.
- A strong portfolio that proves you can solve real-world problems through design.
- Proficiency in Figma and a solid grasp of user-centered design principles.

The Details:

- **Location:** Vadodara (Full-time, On-site).
- **Duration:** 6-Month Contract.
- **Compensation:** Competitive and commensurate with your experience.

We're Hiring: Junior Project Manager (IT Software Development)

Digiflux Technologies is looking for a proactive, organized Junior Project Manager / Project Coordinator to join our team in Vadodara! This role is built for individuals who want to take true product ownership, solve real-world problems, and scale into future Product Managers.

- Experience: 0 - 2 Years (Freshers are welcome *only* if you have completed a minimum 3-month IT project management/business analyst internship).
- Location: Vadodara (Full-time, On-site)
- Education: Bachelor's in Computer Engineering, IT, Computer Science, MCA, or related technical fields.

What You'll Do:

- Coordinate end-to-end execution of software development projects (Web, Mobile, AI, IoT).
- Manage, prioritize, and track development tasks using JIRA, Excel, and Google Sheets.
- Conduct daily stand-ups, prepare minutes of meetings (MoMs), and track sprint progress.
- Act as the strategic bridge between client requirements and the engineering team—no message-forwarding, full delivery ownership.

What We Look For:

- Excellent verbal and written English communication skills.
- Strong understanding of the SDLC and basic Agile/Scrum fundamentals.
- High attention to detail, strong multi-tasking abilities, and an absolute ownership mindset.
- Hands-on exposure to global clients and modern software practices with a direct growth track into senior roles.

 Ready to accelerate your career in Product Management?

Apply directly by sharing your updated resume and portfolio/internship details with me at hiring@digiflux.io or <https://forms.gle/G15qt7pzLXjuJ1ySA>

#Hiring #ProjectManager #ProjectCoordinator #ITJobs #VadodaraJobs #AgileHiring
#TechCareers #DigifluxTechnologies

Graphic Designer & Visualiser

Graphic Designer & Visualiser

Company Description

Digiflux Technologies Private Limited, based in Vadodara, is a leading provider of comprehensive digital solutions. We specialize in developing Web and Mobile Applications, as well as delivering innovative IoT-based solutions tailored to diverse business needs.

Role Overview

We are looking for a creative and detail-oriented **Graphic Designer & Visualiser** with **2+ years of professional experience** to join our growing team. The ideal candidate should have a strong eye for design, excellent visual storytelling skills, and hands-on experience in graphic design, video editing, and motion graphics. You will be responsible for creating engaging visual content across digital platforms while maintaining brand consistency and delivering high-quality creative assets that align with business objectives.

Key Responsibilities

- Design engaging creatives for social media, websites, digital campaigns, blogs, presentations, brochures, and other marketing collateral.
- Develop branding assets including logos, icons, illustrations, banners, mockups, and promotional materials.
- Edit and produce high-quality video content for social media, YouTube, corporate communications, and marketing campaigns.
- Create motion graphics, animations, transitions, and other visual elements to enhance digital storytelling.
- Collaborate with the Marketing, Content, Product, and Development teams to conceptualize and execute creative campaigns.
- Ensure consistency in branding, typography, colour palette, and visual identity across all communication channels.
- Manage multiple creative projects simultaneously while maintaining high-quality standards and meeting project deadlines.
- Stay updated with the latest design trends, emerging technologies, and AI-powered creative tools to continuously improve creative output.

Qualifications

- Bachelor's degree, certification, or relevant coursework in Graphic Design, Visual Communication, Multimedia Design, or a related field.

- Minimum **2+ years of professional experience** in Graphic Design, Visual Design, or a similar creative role.
- Strong portfolio showcasing expertise in graphic design, branding, social media creatives, video editing, and motion graphics.
- Strong understanding of design principles, including typography, colour theory, layout, composition, and visual hierarchy.
- Excellent communication, collaboration, organizational, and time management skills.
- Ability to work independently and collaboratively in a fast-paced environment.

Technical Skills

- Adobe Photoshop
- Adobe Illustrator
- Adobe InDesign
- Adobe Premiere Pro
- Adobe After Effects

Good to Have

- DaVinci Resolve
- CapCut (Desktop & Mobile)

AI Tools (Highly Preferred)

- ChatGPT
- Adobe Firefly
- Midjourney or Flux
- Runway ML
- Kling AI / Pika Labs
- ElevenLabs
- Adobe Express (AI Features)

Good to Have

- Experience working in a startup or fast-paced technology environment.
- Basic understanding of UI/UX design principles.
- Exposure to branding and visual identity systems.
- A proactive mindset with strong attention to detail and creative problem-solving abilities.
- Passion for continuous learning and keeping up with evolving design trends and technologies.
- Basic understanding of Performance Marketing Creatives and campaigns

Additional Information

- This is a **full-time, on-site position** based in **Vadodara**.
- Opportunity to work on diverse projects across Web Applications, Mobile Applications, IoT Solutions, and Digital Marketing.
- Collaborative, innovation-driven work environment with opportunities for continuous learning and professional growth.